

# Facing Life Head On

## Closed Captioning & Digital Delivery Proposal

### Closed Captioning

#### Standard Roll-Up – 22:30 Program

\$145/ep

*CaptionLabs will transcribe, format and synchronize the Closed Captions to the audio/video track. Roll-UP Captions will be moved to avoid on-screen graphics and chevrons (>>) will be used to identify different speakers. Quality checks are performed by both the transcriber and caption editor, resulting in accuracy of 99.5% or better. Price reflects NRB Special Pricing.*

#### Alternate Version – 28:30 Program (optional w/captioned commercial inserts)

\$70/ep

*Alternate program captioning with adjustments to content and timing, consistent with spot changes which occur in various content versions. Changes must be less than 15% of program run-time. Entire program (including spots) would be captioned.*

### Workflow

#### Tapeless

*Client will upload master video files using CaptionLab's StationDrop digital delivery system. The broadcast-ready files will be distributed with Closed Captioning using Internet bandwidth. Each station will receive a unique file based on their individual file specifications.*

#### Drag & Drop

*With StationDrop, master files are delivered over the Internet using accelerated UDP technology. The transfer of files is as simple as Drag & Drop. Simply export the final program and drag the file to the StationDrop icon. Transfer of your file begins immediately.*



**CaptionLabs**

*A Media Images Company*

CaptionLabs, LLC  
Columbus, Ohio  
614-310-1300  
[www.CaptionLabs.com](http://www.CaptionLabs.com)

## Tape Delivery

### Stations

*Although most stations and networks now support Digital Delivery, occasionally shipment of tape is required. This is most common with smaller stations or networks which have limited investment in updated technology. CaptionLabs will exhaustively attempt to implement Digital Delivery whenever possible. When the shipment of tape is the only option, CaptionLabs will perform tape duplication and fulfillment to SD tape formats.*

### Pricing

BetacamSP - 30 Minutes	\$35/tape
DVCPro - 30 Minutes	\$35/ tape
DVCAM - 30 Minutes	\$35/ tape
Digital Betacam - 30 Minutes	\$47/ tape

### Shipping

*CaptionLabs will ship on Client's FedEx/UPS account for a small packaging fee of \$4 per package.*

*Pricing for shipping on CaptionLab's account is as follows:*

Overnight by 10:30 AM	\$54/package
Overnight by 3:00 PM	\$49/package
Second Day	\$37/package
Ground	\$17/package



CaptionLabs, LLC  
Columbus, Ohio  
614-310-1300  
[www.CaptionLabs.com](http://www.CaptionLabs.com)

# Aberdeen Broadcast Services

22362 Gilberto, Suite 120  
Rancho Santa Margarita, CA 92688  
abercap.com 800-688-6621

## Price Quote

**Account** Zone Communication Group/Facing Life Hea  
1140 Smiley Ave.  
Cincinnati OH 45240

**Quote ID** 02161  
**Status** Open  
**Quote Good until:** 01/02/2014

### Quote Detail

**Project Name:** One-time AberFast Station Set-ups  
**Specifications:** SERVICE & WORKFLOW OVERVIEW: Aberdeen to coordinate and test with client stations for the purpose of setting up the AberFast digital file delivery workflow, specifically for Zone Communications Group (client). Please see corresponding quote for ongoing captioning and digital file delivery quote.  
**Comments:** Thank you!  
:  
**Effective Date:** 12/02/2013  
**Acct. Exec.:** STEVE  
**Ship Via:** AberFast DFD

### Line Items

Description	Qty	Unit	Unit Price	Line Total
<b>AberFast Existing Station Set-up-INSP HD</b> "No Commercials"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	75.00	75.00
<b>AberFast Existing Station Set-up-CTVN HD</b> "Commercials Inserted"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	75.00	75.00
<b>AberFast Existing Station Set-up-KTBN HD</b> TBN "No Commercials"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	75.00	75.00
<b>AberFast Existing Station Set-up-NRB/NorthStar SD</b> "Commercials Inserted"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the	1	EA	75.00	75.00





AberFast managed transfer system that will also provide email confirmation to you.

#### AberFast New Station Set-up-Telecare SD

"Commercials Inserted"

Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.

#### AberFast New Station Set-up-Salt + Light TV SD

"No Commercials"

Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.

#### Convenience Fee (3%)

There is a 3 % convenience fee for credit card transactions. Only major (AMEX, VISA, or MasterCard) credit cards accepted.

Quote Total: 618.00

## Contacts

Last Name	First Name	Title	Business	Mobile	EMAIL ADDR
Reeves	Rachel		(513) 579-9663		rachel.reeves@zonecg.com

## Payment Policy

One-time projects: Payment due on delivery.

Daily/Weekly/Continuous work contracts: Payment due required for two complete billing periods, after which clients who meet a certain criteria may be switched to monthly invoice billing (NET 15) on the first business day of the following month.

Accepted forms of payment: Check thru A/R, payable check or bill for service, electronic funds transfer from card, cash or cashier's check.

Net Billing Guidelines: As per industry standard, 10% of each invoice bill will be reserved on all new full month contracts. If the change in usage is more than 10% from the previous month, client will receive order confirmation with updated rates and client approval needed to move forward. All RT changes require a 10% increase in the price of the original contract and must be approved into production and client will see final price on order confirmation.

22362 Gilberto, Suite 120  
Rancho Santa Margarita, CA 92688  
abercap.com 800-688-6621

**Account** Zone Communication Group/Facing Life Hear  
1140 Smiley Ave.  
Cincinnati OH 45240

Quote ID 02131  
Status Open  
Quote Good until: 01/02/2014

**Project Name:** Captioning & AberFast Digital Delivery

**Specifications:** SERVICE & WORKFLOW OVERVIEW: Aberdeen to provide Zone Communications Group (client) with closed captioning, and AberFast digital file delivery services for weekly 30 minute standard definition (SD) programming ("Facing Life Head-On"). Client master (source) files to be uploaded via AberFast electronic file transfer system (please see below for note on storage fee to be assessed, only if storage service requested) in Apple Pro Res 422 LT (HD) file format or comparable specifications per Aberdeen guidelines. Files to adhere to Aberdeen file specifications ([http://abercap.com/pdf/Aberdeen\\_DFD\\_Broadcast\\_Standards.pdf](http://abercap.com/pdf/Aberdeen_DFD_Broadcast_Standards.pdf)) and in conjunction with station requirements (leader elements, aspect ratio, center cut considerations, etc.). Five (5) business day turn around to be expected.

**ADDITIONAL FEE(S) NOTE (VIDEO/AUDIO/CAPTIONING):** A full or partial charge may apply on top of charges detailed in line items below should Aberdeen be required to re-transcode any files due to issues stemming from provision of non-airable or unacceptable master video or caption files provided by client. Non-airable or unacceptable files may include, but are not limited to, master video and/or audio that does not meet TV broadcast standards or Aberdeen standards (see above specs link). Editing, quality assurance and alteration or restoration charges may apply also if required. If stations require tape back-up until station verifies that file only delivery approved, then the client will need to organize delivery of tape(s) and cover such additional expenses during such a tape/file overlap. Please note that additional charges also may apply should client resubmit/upload files due to producer preference changes to original master files previously uploaded to Aberdeen. Each upload to Aberdeen is considered an order for services and appropriate fees to apply as defined above and/or below.

**IMPORTANT FILE STORAGE FEE NOTE:** This service not currently being provided. If client orders this service, it must be at the time of file submission or retro-active storage fees to apply. Client to pay storage fee for keeping content on Aberdeen system for fulfilling future distribution orders. File storage rate is \$.45 per GB per month. Please note that, if service added, the total fees will need to be added to this quote, which have yet to be calculated. Also noteworthy, each individual file size rounded up to the nearest GB when calculating billable cost.

**STATION SET-UP FEES:** Please see separate quote for one-time station set-up fees that correspond to with this work. Testing and coordination with stations will begin once the station set-up fees have be paid in full via acceptable Aberdeen payment method as detailed in quotes. Client required to continue delivering tapes and/or files as per usual to all stations during a tape/file overlap period until each individual station approves AberFast file distribution as sole delivery method.

**Comments:** Thank you!

**Effective Date:** 12/02/2013

Acct. Exec.: STEVE

**Ship Via:** AberFast DFD

### Payment Policy



Description	Qty	Unit	Unit Price	Line Total
<b>Roll-Up Standard</b> Standard is high quality roll-up captioning with quality checks completed by the transcriber and caption editor. Speakers identified with chevrons. Captions move around on-screen graphics. Accuracy rate is 99.5% or better.  For more detail: <a href="http://knowledgebase.abercap.com/index.php?/article/AA-00432">http://knowledgebase.abercap.com/index.php?/article/AA-00432</a>	1	EA	225.00	225.00
<b>AberFast File Delivery HD Source (from client)</b> Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	0.00	0.00
<b>AberFast Conversion HD to SD</b> HD to SD down-conversion fee per client source file ("No Commercials" and "Commercials Inserted").	2	EA	20.00	40.00
<b>AberFast 30 min Delivery HD-INSP</b> "No Commercials"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	81.00	81.00
<b>AberFast 30 min Delivery HD-CTVN</b> "Commercials Inserted"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	81.00	81.00
<b>AberFast 30 min Delivery HD-KTBN</b> TBN  "No Commercials"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	81.00	81.00
<b>AberFast 30 min Delivery SD-NRB (NorthStar)</b> "Commercials Inserted"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	45.00	45.00
<b>AberFast 30 min Delivery SD-Telecare</b> "Commercials Inserted"  Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.	1	EA	45.00	45.00
<b>AberFast 30 min Delivery SD-Salt + Light TV</b> "No Commercials"	1	EA	45.00	45.00

Client to upload their master video file to Aberdeen via our AberFast HotFolder. Aberdeen will QC, transcode video to individual TV station specifications (inserting closed captions if necessary) and deliver video file to specified station via the AberFast managed transfer system that will also provide email confirmation to you.

#### Convenience Fee (3%)

There is a 3 % convenience fee for credit card transactions. Only major (AMEX, VISA, or MasterCard) credit cards accepted. Credit card information is still required with ACH (electronic check/"check by phone") option and will be authorized (hold placed on card for total project amount) until ACH payment has processed. Regardless of payment preference, payment to be processed upon submission of each program for an introductory period of two complete invoicing periods. Monthly invoice/billing (NET15) will be an option extended to clients who meet a certain criteria after the introductory period is over. All clients who are switched to monthly invoicing/billing (NET15) will be switched on the first business day of the month following their introductory period.

1	EA	19.29	19.29

**Quote Total: 662.29**

## Contacts

<u>Last Name</u>	<u>First Name</u>	<u>Title</u>	<u>Business</u>	<u>Mobile</u>	<u>EMAIL_ADDR</u>
Reeves	Rachel		(513) 579-9663		rachel.reeves@zonecg.com

### Payment Policy

One-time project fee is required.

Daily/weekly/bi-weekly contracts: Payment required upon completion of each program. After which clients may opt to be switched to monthly invoicing/billing (NET15) on the first business day of the following month.

Accepted forms of payment are credit card, ACH, or check. Payment must be received by the 15th of the month.

**TRIP Pricing Guidelines:** Aberdeen will accept a maximum of 10% increase in price for travel expenses. If the change amount to more than 10% increase in price, the client must be notified and approved prior to the change. All changes must be approved by the client and the Aberdeen team. If the client does not approve the change, the Aberdeen team will not be responsible for the change. The Aberdeen team will not be responsible for the change.